

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

62.37



SPECIAL TRADE BULLETIN AND PRICE LIST

RECEIVED
MAY 16 1932
U. S. Department of Agriculture



Wholesale Price List

May 1932

Sales and Profits

In every line of business sales and profits depend upon the attractiveness—the saleability of the merchandise. Your business is no exception. Stock that is healthy, vigorous and attractive *sells quicker* and commands a *better profit*. Sell the best because it pays best. The letter reproduced below tells you where to get the best.

Are You Ready?

Right now is the time to “make sales while the sun shines!” What business you do now is going to determine what your profit and loss statement will show at the end of the year. You can't sell stock if you haven't got it—and don't let a little off-season weather fool you. People will buy—are you ready for them? We're ready for you—read the letter below.

Let Us Help You With Your Selling and Advertising Problems

Old selling methods have got to go! The man who waits for business to come to him is losing out. You've got to tell folks what you've got if you are to sell them! *To make your SALES grow you've got to plan your selling as carefully as you do your production.*

It pays us to help our customers sell their stock. The more you sell to your customers the more we can sell to you! Ask for our help—it will be given FREE. We'll gladly help you work out a simple and inexpensive campaign of letters to get more business.

Every Grower will be

interested in this letter

We reproduce this communication just as it was received by us. It is not our intention to “knock” any competitor because we have the highest regard for them all and there is plenty of business for all of us. Our only object in printing this letter is to let you know that we make a special point of *prompt service and quality stock.*

50 years of Faithful Service

Newberry, S. C.
April 15, 1932.

R. Vincent, Jr. & Sons Co.

I had occasion to order on the same day pot grown plants from your firm and another well known grower. Your plants arrived 3 days sooner, were much better packed, better wrapped, soil was firmer and the stock superior. I offer this testimonial voluntarily.

(Signed) HAL KOHN

R. VINCENT, Jr. & SONS COMPANY

ESTABLISHED 1871

GROWERS TO THE TRADE

White Marsh

Long Distance Telephone
Chase 12-F-4—Baltimore Exchange

Maryland

DAHLIA ROOTS

Whole field clumps. Divisions and tubers one-half the price of clumps. Descriptive catalogue will be mailed on request.

	per doz.	per 100
A. C. Ide	\$2.00	\$10.00
Amber Queen	2.00	10.00
Baltimore.....	2.00	10.00
Barbara Redfern	4.00	20.00
Edward M. Parrish	2.00	10.00
Fordhook Victory	8.00	40.00
Garden Glow	8.00	40.00
George Jr.	6.00	30.00
Jack's Discovery	2.00	10.00
Jane Cowl	12.00	60.00
Jean Kerr	2.50	12.00
Jerseys Beauty	4.00	20.00
Joppa	2.50	12.00
Judge Duncan	4.00	20.00
Lenore	2.00	10.00
Mabel Thatcher	4.00	20.00
Mrs. Bridgeton	4.00	20.00
Mrs. Ide Ver Warnaar	4.00	20.00
Paul Bonyon	2.00	10.00
Queen of the Garden Beautiful	12.00	60.00
Quota	6.00	30.00
Rose Pink Century	1.50	7.50
Sanhicans Blue Bird	6.00	30.00
Scarlet Lady	4.00	20.00
Sioux	4.00	20.00
The Red Planet	4.00	20.00
Valetta Velasco.....	12.00	60.00

DAHLIA PLANTS

Regarding the description of the varieties, our Descriptive Catalogue will be mailed on request.

	per 10	per 100
Aberdeen	\$1.00	\$5.00
A. C. Ide	1.00	5.00
A. D. Livoni	1.00	5.00
Admiral Dot	1.00	5.00
Alewine	1.00	5.00
Allie Mourey.....	1.00	5.00
Alice Whittier	2.00	10.00
Ambassador	3.00	15.00
Amber Queen	1.00	5.00
Ami Barillet	1.00	5.00
Attraction	1.00	5.00
Baltimore.....	1.00	5.00
Barbara Redfern	3.00	15.00
Chas. Lanier	1.00	5.00
Countess of Lonsdale	1.00	5.00
Crimson Queen	1.00	5.00
Diemont von Bijstein	1.00	5.00
Eden.....	1.00	5.00
Edward M. Parrish	1.00	5.00
Elite Glory	4.00	20.00
Ethel Maule	1.00	5.00
Fordhook Victory	3.00	15.00

	per 10	per 100
Fort Monmouth	6.00	30.00
Fringed 20th Century	1.00	5.00
Garden Glow	2.00	10.00
George Jr.	3.00	15.00
Gladys Sherwood	2.00	10.00
Golden West.....	1.00	5.00
Indian Chief	1.00	5.00
Insulinda	1.00	5.00
Islams Patroll	4.00	20.00
Jack's Discovery	1.00	5.00
Jane Cowl	3.00	15.00
Jean Kerr	1.50	8.00
Jerseys Beauty	2.00	10.00
Judge Duncan	2.00	10.00
Judge Marean	2.00	10.00
Lawine	1.00	5.00
Lenore	1.00	5.00
Little Beauty	1.00	5.00
Little May	1.00	5.00
Mabel Thatcher	2.00	10.00
Marguerite Bouchon	1.00	5.00
Marmion	3.00	15.00
Maurice Revoir	1.00	5.00
Miss Minnie McCullough	1.00	5.00
Mrs. Bridgeton	2.00	10.00
Mrs. H. C. Dresselhuys	2.00	10.00
Mrs. Carl Salbach	1.00	5.00
Mrs. Ide Ver Warnaar	2.00	10.00
Mons Dupont	2.00	10.00
Myra Valentine	3.00	15.00
Patrick O'Mara	1.50	8.00
Pink Cockatoo	4.00	20.00
Prairie Fire	1.00	5.00
Pride of California	1.00	5.00
Queen Geneveva	2.00	10.00
Queen of Yellow	1.00	5.00
Queen of the Garden Beautiful	3.00	15.00
Queen Wilhelmina.....	1.00	5.00
Quota	3.00	15.00
Romney	2.00	10.00
Rotarian.....	2.00	10.00
Rose Pink Century	1.00	5.00
Sagamore	2.00	10.00
Sanhicans Blue Bird	3.00	15.00
Scarlet Lady	1.50	8.00
Scarlet Century	1.00	5.00
Seedling No. 37	1.00	5.00
Signor	4.00	20.00
Souve Mme. Moreau	1.00	5.00
Sioux	2.00	10.00
Snow Clad	1.00	5.00
Snowflake	2.00	10.00
St. George	1.00	5.00
Susan Peck McAnceeny	4.00	20.00
The Emperor	2.00	10.00
The Red Planet	2.00	10.00
The U. S. A.	3.00	15.00
Trentonian	3.00	15.00
Valentine	1.00	5.00
Valetta Velasco.....	8.00	40.00
Winfield Slocombe.....	2.00	10.00
Yellow Princess	4.00	20.00
Zebra	1.00	5.00